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Mergers & Acquisitions

[1967]

Course Director E. Batler

The Division of Extension University of Toronto

The purpose of this course is to analyze the process of merger and acquisition of business enterprises. Since the number of enterprises involved in such amalgamations increases each year, it is becoming important for all senior management to become familiar with the key steps.

The course will cover the following topics:

- The Merger and Acquisition Trend
- Company Planning for the Merger
- Evaluation and Appraisal — i.e. How Much? (3 Methods)
- Legal Implications of Mergers and Acquisitions
- Tax Implications of Mergers and Acquisitions
- Why Mergers Miscarry
- Case Histories

The lectures will be given by specialists in the various aspects as well as by general management people who have been involved in actual mergers. The objective of the course is to give senior general, finance and owner personnel a practical overview of the actual factors to be considered if they are involved in an

amalgamation either in the selling or buying organization. Case histories will be used throughout to demonstrate practical solutions. Detailed checklists and an extensive bibliography will be furnished to each student. Registration will be limited to 30 students.

Recommended Reading: M. L. Mace and G. G. Montgomery Jr., *Management Problems of Corporate Acquisitions*. Harvard Business School (1963). G. D. McCarthy, *Acquisitions and Mergers*. The Ronald Press (1963).

Thursdays, commencing September 26, 7:30-9:30 p.m., 406 Carr Hall, St. George Campus.

\$100.00 — 12 sessions

Requests for application forms may be directed to:

**Business & Professional Courses,
Division of Extension,
University of Toronto,
84 Queen's Park,
Toronto 5, Ontario.
Telephone: 928-2400.**



